## RJ REYNOLDS

TOBACCO COMPANY



8899 Main Street Williamsville, NY 14221 (718) 634-4179 Fax (716) 634-3145

May 6, 1998

**RJR Account #026040** 

Mr. F. Attea M. ATTEA & BROS.

JUNE CTS: DORAL BUY 8 PACKS GET 2 PACKS FREE / PROMOTION #800541

Dear Frank:

DORAL B8G2F 'PRE-SLEEVED' product (6M) has been ordered to ship this promotion to participating retail accounts on the attached Customer List. Refer to the Customer List for specific distribution of product.

DORAL B4G1F	T	#/ (6M)
BRAND STYLES	UPC Code	Cases
Light King	12300-25291	54
Light 100	12300-25292	54
FF 100	12300-25293	54
Lt Men 100	12300-25294	54
Ult Lt 100	12300-25295	<u>54</u>
Box 100	12300-25296	54
Lt Box 100	12300-25297	54

Billing per 6M Case:

24 Savings Cartons

Product Arrival:

May 18, 1998

Ship Date to Retail:

Week of: June 8, 1998

EFT \$ Amount:

\$82,898.27

PARTNERS 'BONUS' REPORTING DESCRIPTION

'DOR JUN B8G2F'

## PROMOTION DESCRIPTION:

\* \* \* \* NO PACKING IS REQUIRED \* \* \* \*

SHIP NUMBER OF CARTONS PER BRAND STYLE TO EACH RETAIL ACCOUNT AS INDICATED ON THE ATTACHED CUSTOMER LIST.

A list of accounts authorized to receive product distribution is attached. RJR will reimburse you \$3.60 per each <u>promoted 6M</u> case for all product packed and shipped to retail on a timely basis. This equates to \$1,360.80 (378 (6M) case(s) @ \$3.60). Payment will be made as soon as possible once verification is received that all displays have been shipped to retail.

As always, thanks for your assistance in the marketing of our products.

Sincerely,

Judy

J. Campbell Promotional Coordinator / 1610 /ic

cc: K. Jurgensen L. E. MacWilliams

Enclosure: Customer List

Note to RJR Manager:

Upon verification of shipment to retail, notify Judy (#1610) for payment distribution to account.

DORB8JUN.DOC

DIRECT ACCOUNT RETAIL CUSTOMER LIST												
PROMOTION #800541: DORAL BUY 8 PACKS GET 2 PACKS FREE												
			RIBUTION DAT						~ ~ # *#	l		
	2.1	VG RE	QUIRED * * POS Kit	s / Floor Base Displ	ays will be si	ripped	directly	∕ to Re	fail Accounts.	<u>_</u>	7 STYLES	
7 BRAND	STYLE	is: D	ORAL LT/ LT 100/ FF 10	XV LT MEN 100/ ULT L	T TOW BOX TOW	LIEBC	X TO		CHANGE CHOOSE STORY	14		
alki≘#i	JEE AC	iel:	ACCOUNTELL!		£10.	237-21 <del>5</del> -	30.Z <u>au</u>		Section Section	Sala		
162205				DBA KEVIN BUCKTOOTH	NEDROW	NY	RS	26040	M ATTEA & SONS INC		60	
162603	162622	197949	JAN'S TOBACCO SHOP	383 BLOOMINGDALE RD	BASOM	NY	RS	26040	M ATTEA & SONS INC		60	
162603	162622	526968	THE REZ/INDIAN RESV	986 BLOOMINGDALE RD	BASOM	NY	RS	26040	M ATTEA & SONS INC	ļ <b>-</b>	60	
162603	162626	303562	SMOKIN' JOES #1	2293 SAUNDERS	SANBORN	NY	RS	26040	M ATTEA & SONS INC		60	
162603	162626	349196	JAY'S	5446 WALMORE RD	LEWISTON	NY_	RS	26040	M ATTEA & SONS INC		60	
162603	162626	349198	RANDY'S SMOKE SHOP	1325 UPPER MOUNTAIN	LEWISTON	NY_	RS	26040	M ATTEA & SONS INC		60	·
162603	162626	363986	HANK'S SMOKE SHOP	GARLOW ROAD	LEWISTON	NY	RS	26040	M ATTEA & SONS INC		60	
162603	162626	422076	NO BLANKET	2400 UPPER MOUNTAIN	SANBORN	NY	RS	26040	MATTEA & SONS INC		60	
162603	162626	422077	SMOKIN' JOES #4	2420 UPPER MOUNTAIN	SANBORN	NY	RS	26040	M ATTEA & SONS INC		60	
162603	162626	579200	SMOKIN' JOES V	2323 SAUNDERS SETT.	SANBORN	NY	RS	26040	M ATTEA & SONS INC		60	
162603	162626	630311	SMOKIN' JOES #3	4900 INDIAN HILL RD	LEWISTON	NY	RS	26040	M ATTEA & SONS INC		60	
162603	162626	694032	TUSCARORA TRADING	2390 UPPER MOUNTAIN	SANBORN	NY	RS	26040	M ATTEA & SONS INC		60	. <u></u>
162603	162626	790191	MIKE'S TRADING POST	2342 PRINTUP RD	SANBORN	NY	RS	26040	M ATTEA & SONS INC		60	
162606	162225	763489	SENECA ONE STOP #070	5402 W SHORE RD	CUBA	NY	RS	26040	M ATTEA & SONS INC		60	
162606	162623	634478	SENECA ONE STOP #010	RTS. 5 & 20	IRVING	NY	RS	26040	M ATTEA & SONS INC		60	
162606	162623	422357	WOLF'S RUN	12575 ROUTE 438	IRVING	NY	RS	26040	M ATTEA & SONS INC		60	
162606	162623	440187	TRIPLE J TOBACCO	RT. 5 & MILESTRIP	IRVING	NY	RS	26040	M ATTEA & SONS INC		60	
162606	162623	509388	ROSEINE'S	1832 BUSH RD	GOWANDA	NY	RS	26040	M ATTEA & SONS INC	ļ	60	
162606	162623	521674	OMNI ENTERPRISES II	11326 FARNHAM RD	IRVING	NY	RS	26040	M ATTEA & SONS INC	ļ	60	
162606			2 CLANS SMOKESHOP	RD. #1, PO BOX 245	LAWTONS	NY	RS	26040	M ATTEA & SONS INC		60	
162606	162623	687893	NATIVE PRIDE	ROUTE 20 & MILESTRIP	IRVING	NY	RS	26040	M ATTEA & SONS INC		60	
162606			SENECA BINGO	11095 ROUTE 5 AND 20	IRVING	NY	RS	26040	M ATTEA & SONS INC		60	
1			SENEKA SMOKE & CRAFT	688 BROAD ST	SALAMANCA	NY	RS	26040	M ATTEA & SONS INC		60	

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DIREC	CTA	CCO	UNT RETAIL CU	STOMER LIST							
PRON	OTIO	NC#	800541: DORAL	BUY 8 PACKS	GET 2 P	ACKS	FREE	<b>=</b>			
* * NO F	PACKI	NG RE	RIBUTION DAT	s / Floor Base Disp				y to Re	tall Accounts.	7.074.50	
7 BRAND	STYL	) Hall Na	OORAL LT/ LT 100/ FF 1	00/ET MEN 100/ULT L	T 100/ BOX 10	O LI-BO	SECULIA	14	April Company	7 STYLES CARTONS CERSING	
162606	162628	460523	ANTONE'S	101 CENTRAL AVE	SALAMANCA	NY	RS	26040	M ATTEA & SONS INC	60	
162606	162628	480762	BEARCLAW TRADING PST	RT. 280	STEAMBURG	NY	RS	26040	M ATTEA & SONS INC	60	
162606	162628	665431	ANTONE'S II	CENTER & BROAD ST	SALAMANCA	NY	RS	26040	M ATTEA & SONS INC	60	
162606	162628	767863	THE M&M SMOKESHOP	RT 17 & W.PERIMETER R	STEAMBURG	NY	RS	26040	M ATTEA & SONS INC	60	
							26040 Total			54	CASE(S) PER STYLE

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